

COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES AND SUPPLY
805 E. BROAD STREET
P. O. BOX 1199
RICHMOND, VIRGINIA 23218-1199

PURCHASING AGREEMENT

1. DATEAugust 9, 2005
2. COMMODITYAudio Visual Products and Services
3. AGREEMENT NUMBER..... 8801101-60PA
4. AGREEMENT PERIOD..... September 1, 2005 through August 31, 2006
5. SUPERSEDES 8801101-50PA
6. AUTHORIZED USERSState Agencies and Other Public Bodies
7. CONTRACTOR INFORMATIONSee Attached
8. TERMSSee Attached
9. DELIVERY.....See Attached
10. F.O.B.Delivered
11. MINIMUM ORDER.....See Attached
12. VIEW/PRINT THIS AGREEMENT AND ANY CHANGES AT: www.eva.state.va.us
13. FOR INFORMATION CONTACT: Edwin Patterson
Telephone: (804) 786-3897 / Fax: (804) 786-0223
E-mail: epatterson@dgs.state.va.us

Notice to all State Agencies and Public Bodies: This Purchase Agreement is optional use and is limited to a maximum of \$5,000.00 (after discount and including freight) per order. This purchasing agreement was established on non-competitive, voluntary basis with a variety of audio visual products vendors that offer a significant number of small dollar audio visual goods and services. Installation services requiring a Commonwealth of Virginia contractor's license are not included as part of this agreement.

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

Edwin Patterson
Statewide Commodity Contract Officer

PARTICIPATING SUPPLIERS

BOXLIGHT CORPORATION

CAMCOR, INC.

COMMUNICATIONS ELECTRONICS, INC.

KUNZ, INC.

LEE HARTMAN & SONS, INC.

LONG'S ELECTRONICS INC.

NICHOLAS P. PIPINO & ASSOCIATES, INC.

PLUS VISION CORPORATION OF AMERICA

STREET & CO AUDIO VISUAL

TROXELL COMMUNICATIONS

VIRGINIA INTEGRATED COMMUNICATION

AGREEMENT USE INSTRUCTIONS

1. This Purchase Agreement, hereinafter referred to as "Agreement" was established on a voluntary basis with the vendors identified herein. Reference the *Commonwealth of Virginia Audio Visual Products and Services Purchasing Agreement No. 8801101-30PA* signed by the vendor and the Commonwealth.

This **optional use** Agreement is **limited to a maximum of \$5,000.00 (after discount and including any freight charges) per order.**

2. Unless otherwise instructed by the Division of Purchases and Supply, all Departments, Institutions, Agencies and other Public Bodies of the Commonwealth of Virginia may order equipment and supplies that do not exceed \$5,000.00 per order.
3. Requirements up to \$5,000.00: Purchaser may choose to order from any vendor identified in the attached agreement. Each vendor agreement should be **carefully reviewed** and Purchaser should contact the vendor for additional information prior to placing order. Products, discounts, installation, warranties, etc., may differ for each vendor. Prices are F.O.B. Delivered; however vendors will be permitted to add transportation costs if any minimum order requirements are shown and not met. Payment terms are Net 30, unless otherwise shown. It will be the decision of the Purchaser to determine which vendor is the most advantageous overall.
4. Requirements between \$5,000.00 and \$50,000.00: Quotes must be solicited and documented by State Agencies and Institutions in accordance with the Agency Procurement and Surplus Property Manual, Chapter 5, Small Purchases. Other Public Bodies should follow their policies for purchases under \$50,000.00.
5. Requirements over \$50,000.00: State Agencies and Institutions are required to submit requisitions to DGS/DPS when over \$50,000.00 or their delegated authority, whichever is greater.
6. Standing orders between \$5,000.00 and \$50,000.00 in aggregate value must be competitively established using the instruction identified in item #4.
7. Order splitting is prohibited as stipulated in the Agency Procurement and Surplus Property Manual, section 4.11. The placement of multiple orders within other than a reasonable time period to one or more vendors for the same, like, or related goods or services is prohibited. This is a standard review area when procurement reviews are conducted by DGS/DPS.
8. Purchasers should view on-line catalogs of listed vendors on the eVA web site, and/or contact listed vendors and request catalogs and/or price books.

9. Any complaint as to quality, faulty or delinquent delivery, etc., shall be reported to the Division of Purchases and Supply for handling with the Vendor. Preprinted forms (DGS-41-024), by which to facilitate the notification of the Vendor and this office of complaints, are available from the Division of Purchases and Supply web site at www.eva.state.va.us.
10. The purchase agreement number and vendor federal employer identification number (FIN) must be shown on all orders. The purchase order number shall be shown by the Vendor on all related invoices, delivery memoranda, bills of lading, packages and/or correspondence.
11. Excise tax exemption registration No. 54-73-0076K may be used when required.
12. **WARRANTY (COMMERCIAL)/WARRANTY MINIMUM:** The contractor agrees that the goods or services furnished under this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. At a minimum, all equipment shall be warranted against defective parts, excluding vandalism, for one year from date of delivery. All parts proving defective within the first year shall be replaced without charge by the Contractor. Transportation and labor for installation of replacement parts for the first 90 days shall be the responsibility of the Contractor.
13. **RENEWAL OF AGREEMENT:** This agreement may be renewed by the Commonwealth upon written agreement of both parties for two (2) successive one-year periods, at a reasonable time (approximately 60 days) prior to the expiration.

**BOXLIGHT CORPORATION
19332 POWDER HILL PLACE
POULSBO, WA 98370**

FEDERAL IDENTIFICATION NUMBER

680099098

DUNS NUMBER

177773536

DISCOUNTS

16% discount off retail price on Boxlight LCD or DLP projectors, projection screens, projector rentals, and miscellaneous audio-visual equipment and supplies carried by Boxlight. Discount does not apply to discontinued or close out items. See attached price sheets (two pages).

MINIMUM ORDER FOR DELIVERY WITHOUT FREIGHT CHARGES

No minimum order requirements.

DELIVERY TIME

Five to seven calendar days after receipt of order.

AMERICAN EXPRESS CORPORATE CARD IS ACCEPTED

ORDER PLACEMENT/INQUIRIES

Sharon Allen, Government Sales

19332 Powder Hill Place

Poulsbo, WA 98370

TELE: 800-762-5757, x 263 or 360-779-7901, x 263

FAX: 360-598-8263

EMAIL: sharon.allen@boxlight.com

INTERNET WEB SITE ADDRESS:

www.boxlight.com

BOXLIGHT Multimedia Projectors

Commonwealth of Virginia – Government Pricing

*Note: BOXLIGHT projectors come standard with remote control, soft carrying case or dust cover, and basic cables for easy plug and play.

BOXLIGHT®
Presenting a Better Way
September 2002

SVGA (800 x 600) Projectors

Model	VA Price	Retail Price	Lumens	Weight	LCD DLP	Summary of projector's features:
SP-50m	\$1,259	\$1,499	1000 lumens	5.7 lbs.	LCD	Ultra-quiet, monitor loop-through, soft power on/off, digital keystone
SP-9t	\$1,511	\$1,799	1000 lumens	6.2 lbs	LCD	Affordable, portable, digital keystone, component video input
CP-12t	\$1,721	\$2,049	1700 lumens	8.6 lbs.	LCD	Optional PCMCIA card slot, Multiple computer inputs, digital keystone, HDTV compatible, digital keystone, laser remote control
CP-16t	\$1,931	\$2,299	1700 lumens	9.5 lbs.	LCD	Short throw lens, optional PCMCIA card slot, Multiple computer inputs, digital horizontal & vertical keystone, HDTV compatible, digital keystone, laser remote
CP-19t	\$2,099	\$2,499	1700 lumens	9.5 lbs.	LCD	Optional wireless kit, short throw lens, optional PCMCIA card slot, Multiple computer inputs, digital keystone, HDTV compatible, digital keystone, laser remote
CD-600m	\$2,099	\$2,499	2000 lumens	5.7 lbs.	DLP	HDTV compatible, manual zoom lens, Faroudja video chip, digital input, optional enhanced connectivity module
CP-635i	\$2,267	\$2,699	2200 lumens	7.2 lbs.	LCD	Adjustable to whisper mode = 1800 lumens, Multiple computer inputs, monitor loop-through, digital keystone, card-type remote

XGA (1024 x 768) Projectors

Model	VA Price	Retail Price	Lumens	Weight	LCD DLP	Summary of projector's features:
XP-5t	\$1,595	\$1,899	800 lumens	5.7 lbs.	LCD	Affordable, digital keystone, component video input, full-function remote
XP-8t	\$2,015	\$2,399	1100 lumens	6.2 lbs.	LCD	Digital keystone, component video input, HDTV compatible, card-type remote
XP-60m	\$2,183	\$2,599	1100 lumens	5.7 lbs.	LCD	Ultra-quiet, monitor loop-through, soft power on/off, digital keystone
XD-10m	\$2,435	\$2,899	1100 lumens	3 lbs.	DLP	Ultra-portable, zoom lens, DVI computer input, video input, digital keystone adjustment
XD-2m	\$2,855	\$3,399	1100 lumens	2.4 lbs.	DLP	Lightest BOXLIGHT ever, zoom lens, analog/digital computer input, video inputs, digital keystone adjustment
CP-300t	\$2,687	\$3,199	1400 lumens	8.6 lbs.	LCD	DVI computer input, power zoom lens, optional PCMCIA card slot, HDTV compatible, digital keystone, laser remote control

Model	VA Price	Retail Price	Lumens	Weight	LCD DLP	Summary of projector's features:
CP-731i	\$2,603	\$3,099	1600 lumens	7.2 lbs.	LCD	Full-featured, 2 computer inputs, monitor loop-through, digital keystone adjust, manual zoom lens, laser remote
CP-305t	\$2,855	\$3,399	1700 lumens	9.5 lbs.	LCD	Short throw lens, horizontal and vertical keystone adjust, monitor loop-through, HDTV compatible, power zoom lens, laser remote control
CP-310t	\$3,023	\$3,599	2000 lumens	8.6 lbs.	LCD	Ultra-bright, DVI computer input, power zoom lens, optional PCMCIA card slot, HDTV compatible, digital keystone, laser remote control
CP-315t	\$3,275	\$3,899	2000 lumens	8.6 lbs.	LCD	Optional wireless kit, short throw lens, optional PCMCIA card slot, Multiple computer inputs - DVI input, digital keystone, laser remote
CD-725c	\$2,939	\$3,499	2000 lumen	6.8 lbs.	DLP	Multiple inputs and monitor loop-through, HDTV compatible, manual zoom lens, 600:1 contrast ratio, picture in picture, ultra-quiet
CD-750m	\$3,023	\$3,599	2000 lumen	5.7 lbs.	DLP	HDTV compatible, manual zoom lens, Faroudja video chip, digital input, optional enhanced connectivity module
CD-850m	\$3,527	\$4,199	2500 lumen	9.3 lbs.	DLP	HDTV compatible, multiple computer inputs, montomannual zoom lens, Faroudja video chip, digital input, optional enhanced connectivity module
CP-775i	\$3,527	\$4,199	2500 lumen	9.9 lbs.	LCD	DVI computer input, picture in picture, horizontal and vertical keystone adjust, customizable start-up screen, HDTV compatible
MP-385t	\$3,947	\$4,699	2600 lumens	17.4 lbs.	LCD	Conference room projector with excellent video, 500:1 contrast ratio, digital progressive scanning, HDTV compatible, multiple lens/input options
MP-39t	\$4,619	\$5,499	3300 lumens	17.4 lbs.	LCD	Network compatible, large venue projector, 550:1 contrast ratio, digital progressive scanning, HDTV compatible, power lens shift, multiple lens/input options
MP-41t	\$5,459	\$6,499	3500 lumens	18.5 lbs.	LCD	Large venue projector, 800:1 contrast ratio, digital progressive scanning, HDTV compatible, power lens shift, multiple lens/input options
FP-97t	\$8,399	\$9,999	3300 lumens	39.2 lbs.	LCD	Large venue projector, twin stackable, HDTV compatible, power lens shift, multiple lens/input options

If submitting a request to bid or collecting competitive quotes make sure to note the following benefits with purchasing directly from BOXLIGHT:

- *FREE 24/7 tech support for life
- *2-year parts & labor warranty
- *15-day money back guarantee
- *120-day lamp warranty
- *30-day upgrade credit
- *No restocking fee
- *No sales tax
- *Authorized service center with average 5 day turnaround time
- *Buy directly from a trusted manufacturer, which saves you money and gives you a detailed record of your history in case of theft, loss, or damage
- *Single point of contact

For our full projector line-up, detailed specifications, and current pricing of our products visit: www.boxlight.com/government
Call Elvir Ajanovic for more information at 800-762-5757 x 279 or email: ElvirA@boxlight.com

CAMCOR, INC.
P.O. BOX 1899
BURLINGTON, NC 27216

FEDERAL IDENTIFICATION NUMBER

560818892

DUNS NUMBER

024445074

CATALOGS AND DISCOUNTS

See attached two page listing of manufacturer catalogs and percentage discounts.

MINIMUM ORDER FOR DELIVERY WITHOUT FREIGHT CHARGES

\$100.00

(Orders under \$100.00 will be accepted, but freight charges will be added to invoice)

Inside Delivery on Freight (Truck) Shipment May Incur an Additional Charge.

DELIVERY TIME

Generally two to 30 days after receipt of order, depending on product availability. Products on backorder or allocation from the manufacturer may take longer for delivery.

AMERICAN EXPRESS CORPORATE CARD IS ACCEPTED

ORDER PLACEMENT/INQUIRIES

800-868-2462

Fax: 800-298-1181

CONTACT FOR PURCHASING AGREEMENT

Rodney Bailey

TELE: 800-868-2462, ext. 170

FAX: 800-298-1181

EMAIL: jrbailey@camcor.com

INTERNET WEB SITE ADDRESS:

www.camcor.com

Commonwealth Purchasing Agreement



PO Box 1899 Burlington, NC 27216-1899
Voice: 336-228-0251 Fax: 336-222-8011
www.camcor.com

Product Category	Manufacturer	% Discount
LCD/DLP Projectors	Dukane	40%
	Eiki	37%
	Panasonic	36%
	Sharp-PG Series	33%
Plasma Display	Pioneer	25%
	Panasonic	20%
	Zenith	15%
Projection Screens	Apollo	25%
	DaLite	20%
Overhead Projectors	Apollo	25%
	Dukane	36%
Slide Projectors	Kodak	20%
Audio Products	Anchor	25%
	Califone	25%
Digital Cameras	Canon	12%
	Olympus	15%
	Nikon	14%
	Sony	20%
Televisions	Panasonic Consumer	15%
	Samsung Consumer	5%
	Sharp Consumer	10%
	Zenith	15%
TV/VCR Combos	Panasonic Consumer	15%
	Samsung Consumer	5%
	Sharp Consumer	10%
	Zenith	10%

Commonwealth Purchasing Agreement

Camcorders	Canon	12%
	Panasonic Consumer	9%
	Sony Consumer	20%
VCR	Panasonic Consumer	10%
	Samsung Consumer	10%
	Sharp Consumer	10%
DVD	Panasonic Consumer	15%
	Samsung Consumer	20%
	Sharp Consumer	20%
Visual Presenters	Canon	20%
	Elmo	25%
	Samsung	20%
	Yokagawa	18%
AV Carts	Apollo	25%
Tripods	Bogen	19%

Camcor, Inc Customer Service
Description of Service Escalation Procedure
800-868-2462

Upon notification of a situation with a product, our customer service department and/or one of our service technicians, will contact the using agency typically within four (4) hours. Our first step is a verbal analysis of the situation and, if needed, the performance of some applicable remote diagnostic procedures with the user. This step is designed to identify the potential problem and determine if there is a simple solution to the situation such as; a cable not connected correctly, resolution incompatible with the projector or computer, lamp burned out, power on but lamp not turned on, lamp door not seated correctly, something covering the air inlet causing an over temperature situation, etc.

Once it is determined that the situation cannot be resolved over the phone and a hardware problem does exist that requires the product to be returned for service, arrangements will be made to have the product picked up. Service may;(1) immediately issue a "UPS Call Tag" to have the product picked up if the using agency has the original packaging; (2) if needed, send an appropriate shipping container for the product along with appropriate packing, shipping, and "UPS Call Tag" information.

Also, Camcor, Inc. has a Virginia sales representative dedicated to the Commonwealth of Virginia. His phone number is 800-868-2462 ext. 357 (jbowling@camcor.com). Mr. Bowling may also be able to pick up any problem units.

Furthermore, Camcor, Inc. is an authorized Califone warranty repair service center.

COMMUNICATIONS ELECTRONICS, INC.
9494 DEERECO ROAD
TIMONIUM, MARYLAND 21093

FEDERAL IDENTIFICATION NUMBER

521049196

DUNS NUMBER

030331441

PRODUCT AND PRICE

InCharge 5555 Mobile Video Recorder (Digital). System to include:

- 1 Each InCharge 5555 Mobile Digital Video recorder with a 120 GB hard drive.
- 1 Each 6.4" Flip Down Color LCD Display Screen
- 1 Each Color CCD Camera
- 1 Each Spare 120 GB hard drive

Product literature is attached (two pages).

State of Virginia price is \$4,715 each for the complete system. **IMPORTANT:** Due to the \$5,000.00 order limitation of this purchasing agreement, quantities of more than one each are not covered under this agreement. For quantities of more than one each, applicable purchasing procedures must be used based on the total dollar amount. Agencies and localities must confirm with Communications Electronics Inc. prior to placement of order that InCharge 5555 system meets agency and locality requirements and that order dollar amount will not exceed \$5,000.00.

MINIMUM ORDER FOR DELIVERY WITHOUT FREIGHT CHARGES

No minimum order requirements.

DELIVERY TIME

45 calendar days after receipt of order.

AMERICAN EXPRESS CORPORATE CARD IS ACCEPTED

ORDER PLACEMENT/INQUIRIES

F.J. Stetson, Director of Business Development

TELE: 410-252-1222, ext. 274

FAX: 410-252-5231

EMAIL: Stetson@communicationselectronics.com

INTERNET WEB SITE ADDRESS:

www.communicationselectronics.com

KUNZ, INC.
1630 SULPHUR SPRING ROAD
BALTIMORE, MD 21227-2539

FEDERAL IDENTIFICATION NUMBER

520575660

DUNS NUMBER

022469639

CATALOGS AND DISCOUNTS

See attached catalog and discount listings.

DELIVERY TIME

Generally within 30 days.

MINIMUM ORDERS

No minimum order requirement.

AMERICAN EXPRESS CORPORATE CARD IS ACCEPTED

ORDER PLACEMENT/INQUIRIES

Georgia S. Tibbs

TELE: 800-638-0410; FAX: 888-638-0188; EMAIL: kunz@kunzinc.com

CONTACT FOR PURCHASING AGREEMENT

Robert C. Pulyer

TELE: 800-638-0410; FAX: 888-638-0188; EMAIL: kunz@kunzinc.com

INTERNET WEB SITE ADDRESS:

www.kunzinc.com

Kunz, Inc.

Audio Visual Equipment Presentation Products Computer Software

Telephone 410-737-0130
Toll Free 800-638-0410
Fax 410-737-0188
Toll Free Fax 888-638-0188
E-mail kunz@kunzinc.com

1630 Sulphur Spring Road

Baltimore, MD 21227-2539

Categories	Brand	Discount
LCD Projectors	Sanyo	34.1%
	3M	29.0%
Projection Screens-Wall	Apollo	48.1%
	Hurley Screen Corp. (Electraview Focus Model S & Visions Model S)	16.5%
Overhead Projectors	Vutec	58.1%
	3M	43.2%
	Elmo	30.8%
CD Players	Eiki 7070	25.3%
	MPC/Hamilton (PA CCD30, CCD30, MPC 5050, MPC 6060A)	19.0%
Audio Amplifiers	Anchor	31.0%
	Apollo	43.0%
Microphones	Audiotechnica	32.6%
Televisions	Zenith 26, 34, 36, 38, 39, 48(Computer Monitor), 52 & 56 Series	29.1%
	Zenith HDTV & Analog C32V46, C30W46, C27V46, C32F43 & C27F43	29.1%
	Zenith HD-Capable LCD	20.0%
	RCA/Thompson 24" & 27" Sets	19.8%
	RCA/Thompson 32" Sets	11.8%
Rear Projector	Sanyo-Rear Projection System	48.8%
	Sanyo-Video Projector	42.6%
Miscellaneous Equipment	Elmo Visual Presenters	24.4%



PRESENTATION TECHNOLOGIES
PROJECTOR AND ACCESSORIES
DEALER PRICE SCHEDULE -- CONFIDENTIAL
 Effective June 3, 2005

MODEL	DESCRIPTION	List Price
Large Venue Projectors		
PLC-UF15	<ul style="list-style-type: none"> * 7700 ANSI lumens, 15400 ANSI lumens twin-stacked * True UXGA (1600 x 1200) * 81.6 pounds, 22.9" x 9.9" x 30.8" (W x H x D) * 4 x 250 Watt UHP lamps * Over 90% Uniformity with Contrast Ratio of 1000:1 * Power Zoom / Focus, Lens shift up/down and side to side * Multi-Versatile platform computer and video inputs (DVI-I available) * PJ Net Organizer Platform ready * Real Color Management Software included * Efficient Lamp Management System with 4 lamps * 10 kinds of Optional lenses available: (Short, Semi-Long, Long, Standard lens) 	\$49,995.00 <div>NO LENS</div>
PLC-EF60	<ul style="list-style-type: none"> * 5800 ANSI lumens, 11600 ANSI lumens twin-stacked, 1300:1 Contrast Ratio * Uses same optional lens as the EF31/XF31(Throw Ratio is different from 1.8" models) * True SXGA+ (1400 x 1050), compressed UXGA (1600 x 1200) * Power Zoom / Focus, Lens shift up/down and side to side * Lens Sold Separately * Lens memory function with LNS-W04 * Multi-Versatile platform (2 slots) computer and video inputs(Optional Dual SDI, Faroudja and DVI-I w/HDCP available) * PJ Net Organizer platform capable (POA-MD19NET) * Real Color Management Pro. Software included * 2 x 300 Watt UHP lamps * Front Input Terminals with Warp/Edge Blend Capability * DVI-D (HDCP), D-sub15, Five Pin BNC, 3 RCA, S-Video Standard Inputs * Clogged Filter Warning and Built in Test Patterns * Stackable Cabinet and Shutter Function 	\$29,995.00 <div>NO LENS</div> <div>New</div>
PLC-EF31N	<ul style="list-style-type: none"> * 5800 ANSI lumens, 11600 ANSI lumens twin-stacked * True SXGA (1280 x 1024), compressed UXGA (1600 x 1200) * 50.5 pounds, 17.3" x 9.1" x 23.9" (W x H x D) * 2 x 200 Watt UHP lamps * Over 90% Uniformity with Contrast Ratio of 900:1 * Power Zoom / Focus, Lens shift up/down with standard lens with 2.0 to 2.6:1 throw ratio * Multi-Versatile platform computer and video inputs(DVI-I available) * PJ Net Organizer Platform ready * Real Color Management Software included * Efficient Lamp Management System with 2 lamps * Variety of Lens Options 	\$23,995.00
PLC-EF31NL	<ul style="list-style-type: none"> * Same specifications as PLC-EF30N. 46.3 lbs. No lens. * 10 kinds of Optional lenses available: (Short, Semi-Long, Long, Standard lens) 	\$22,995.00 <div>NO LENS</div>
PLC-XF45	<ul style="list-style-type: none"> * 10000 ANSI lumens, 20000 ANSI lumens twin-stacked * True XGA (1024 x 768), compressed UXGA (1600 x 1200) * 81.6 pounds, 22.9" x 9.9" x 30.8" (W x H x D) * Over 90% Uniformity with Contrast Ratio of 1100:1 * Power Zoom / Focus, Lens shift up/down and side to side * Multi-Versatile platform computer and video inputs(DVI-I available) * 4 x 250 Watt UHP lamps * PJ Net Organizer platform capable * Real Color Management Software included * Efficient Lamp Management System with 4 lamps * 10 kinds of Optional lenses available: (Short, Semi-Long, Long, Standard lens) 	\$29,995.00 <div>NO LENS</div>
PLC-XF41	<ul style="list-style-type: none"> * 7700 ANSI lumens, 15400 ANSI lumens twin-stacked, no lens * True XGA (1024 x 768), compressed UXGA (1600 x 1200) * 81.6 pounds, 22.9" x 9.9" x 30.8" (W x H x D) * Over 90% Uniformity with Contrast Ratio of 800:1 * Power Zoom / Focus, Lens shift up/down and side to side * Multi-Versatile platform computer and video inputs(DVI-I available) * PJ Net Organizer platform capable * Real Color Management Software included * 4 x 200 Watt UHP lamps * Efficient Lamp Management System with 4 lamps * 10 kinds of Optional lenses available: (Short, Semi-Long, Long, Standard lens) 	\$21,995.00 <div>NO LENS</div>

Large Venue Projectors, Continued



PRESENTATION TECHNOLOGIES

PROJECTOR AND ACCESSORIES

DEALER PRICE SCHEDULE -- CONFIDENTIAL

Effective June 3, 2005

MODEL	DESCRIPTION	List Price
PLC-XF60	<ul style="list-style-type: none"> * 6500 ANSI lumens, 13000 ANSI lumens twin-stacked, 1300:1 Contrast Ratio * Uses same optional lens as the EF31/XF31 (Throw Ratio is different from 1.8" models) * True XGA (1024 x 768), compressed UXGA (1600 x 1200) * Power Zoom / Focus, Lens shift up/down and side to side * Lens Sold Separately * Lens memory function with LNS-W04 * Multi-Versatile platform (2 slots) computer and video inputs (Optional Dual SDI, Faroudja and DVI-I w/HDCP available) * PJ Net Organizer platform capable (POA-MD19NET) * Real Color Management Pro. Software included * 2 x 300 Watt UHP lamps * Front Input Terminals with Warp/Edge Blend Capability * DVI-D (HDCP), D-sub15, Five Pin BNC, 3 RCA, S-Video Standard Inputs * Clogged Filter Warning and Built in Test Patterns * Stackable Cabinet and Shutter Function 	\$19,995.00 <div>NO LENS</div> <div>New</div>
PLC-XF35N	<ul style="list-style-type: none"> * 6500 ANSI lumens, 13000 ANSI lumens twin-stacked * True XGA (1024 x 768), compressed UXGA (1600 x 1200) * 50.5 pounds, 17.3" x 9.1" x 23.9" (W x H x D) * Over 90% Uniformity with Contrast Ratio of 1100:1 * Power Zoom / Focus, Lens shift up/down with standard lens with 2.0 to 2.6:1 throw ratio * Multi-Versatile platform computer and video inputs (DVI-I available) * Real Color Management Software included * PJ Net Organizer platform capable * 2 x 250 Watt UHP lamps * Efficient Lamp Management System with 2 lamps 	\$19,995.00
PLC-XF35NL	<ul style="list-style-type: none"> * Same specifications as PLC-XF35N. No lens. 46.3 pounds * 10 kinds of Optional lenses available: (Short, Semi-Long, Long, Standard lens) 	\$18,995.00 <div>NO LENS</div>
PLC-XF31N	<ul style="list-style-type: none"> * 5200 ANSI lumens, 10400 ANSI lumens twin-stacked * True XGA (1024 x 768), compressed UXGA (1600 x 1200) * 50.5 pounds, 17.3" x 9.1" x 23.9" (W x H x D) * Over 90% Uniformity with Contrast Ratio of 800:1 * Power Zoom / Focus, Lens shift up/down with standard lens with 2.0 to 2.6:1 throw ratio * Multi-Versatile platform computer and video inputs (DVI-I available) * PJ Net Organizer platform capable * Real Color Management Software included * 2 x 200 Watt UHP lamps * Efficient Lamp Management System with 2 lamps 	\$15,995.00
PLC-XF31NL	<ul style="list-style-type: none"> * Same specifications as PLC-XF31N. No lens. 46.3 pounds * 10 kinds of Optional lenses available: (Short, Semi-Long, Long, Standard lens) 	\$14,995.00 <div>NO LENS</div>
PLC-XF20	<ul style="list-style-type: none"> * 5000 ANSI lumens, 10000 ANSI lumens twin-stacked, no lens * True XGA (1024 x 768), compressed UXGA (1600 x 1200) * 78.3 pounds, 22.9" x 9.9" x 30.8" (W x H x D) * Over 85% Uniformity with Contrast Ratio of 700:1 * Power Zoom / Focus, Lens shift up/down and side to side * Multi-Versatile platform computer and video inputs (DVI-I available) * 4 x 150 Watt UHP lamps * Efficient Lamp Management System with 4 lamps * 10 kinds of Optional lenses available: (Short, Semi-Long, Long, Standard lens) 	\$12,995.00 <div>NO LENS</div> <div>CLOSEOUT</div>



PRESENTATION TECHNOLOGIES

PROJECTOR AND ACCESSORIES

DEALER PRICE SCHEDULE -- CONFIDENTIAL

Effective June 3, 2005

MODEL	DESCRIPTION	List Price
Portable Projectors		
PLC-XP56	<ul style="list-style-type: none"> * 5000 ANSI Lumens * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 20.3 pounds, 12.6" x 6.6" x 16.9" (W x H x D) * 90% Uniformity with 1200:1 contrast ratio * Color Management System * Power Zoom / Focus and Power Lens Shift Up/Down, with standard lens (1.8 to 2.4:1 throw ratio) * One Touch Lens Mount System * Dual Computer Inputs (DVI-D with HDCP, 15 Pin D-Sub or 5 Pin BNC) * 49x digital zoom and digital keystone correction(Horizontal & Vertical) * Optional PJ-Net Organizer Plus (LAN networking) available 	\$9,995.00
PLC-XP56L	<ul style="list-style-type: none"> * Same specifications as PLC-XP56. No lens. 17.5 pounds * 4 kinds of Optional lenses available: (Short and Long lens) 	\$9,495.00 NO LENS
PLC-XP51	<ul style="list-style-type: none"> * Same unit as the XP56, minus the Micro Lens, with lens (1.8 to 2.4:1) and with a lower lumens rating -- 4000 ANSI Lumens vs. 5000, contrast 1000:1, and weight of 19.2 pounds 	\$7,495.00
PLC-XP51L	<ul style="list-style-type: none"> * Same specifications as PLC-XP51. No lens. 17.5 pounds * 4 kinds of Optional lenses available: (Short and Long lens) 	\$6,995.00 NO LENS
PLC-XP55	<ul style="list-style-type: none"> * 4500 ANSI Lumens * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 20.3 pounds, 12.6" x 6.6" x 16.9" (W x H x D) * 90% Uniformity with 1100:1 contrast ratio * Color Management System * Power Zoom / Focus and Power Lens Shift Up/Down, with standard lens (1.8 to 2.4:1 throw ratio) * One Touch Lens Mount System * Dual Computer Inputs (DVI-D with HDCP, 15 Pin D-Sub or 5 Pin BNC) * 49x digital zoom and digital keystone correction(Horizontal & Vertical) * Optional PJ-Net Organizer Plus (LAN networking) available 	\$8,495.00
PLC-XP55L	<ul style="list-style-type: none"> * Same specifications as PLC-XP55. No lens. 17.5 pounds * 4 kinds of Optional lenses available: (Short and Long lens) 	\$7,995.00 NO LENS
PLC-XP50	<ul style="list-style-type: none"> * Same unit as the XP55, minus the Micro Lens, with different lens(1.8 to 2.4:1) and with a lower lumens rating -- 3700 ANSI Lumens vs. 4500, contrast of 1000:1, and weight of 19.2 pounds 	\$5,995.00 CLOSEOUT
PLC-XP50L	<ul style="list-style-type: none"> * Same specifications as PLC-XP50. No lens. 17.5 pounds * 4 kinds of Optional lenses available: (Short and Long lens) 	\$5,495.00 CLOSEOUT NO LENS
PLC-XP46	<ul style="list-style-type: none"> * 4100 ANSI Lumens * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 18.5 pounds, 12.6" x 6.6" x 16.9" (W x H x D) * 90% Uniformity with 800:1 contrast ratio * Power Zoom / Focus and Power Lens Shift Up/Down, with standard lens (1.8 to 2.4:1 throw ratio) * Dual Computer Inputs (DVI-D, 15 Pin D-Sub or 5 Pin BNC) * 49x digital zoom and digital keystone correction(Horizontal & Vertical) * Optional PJ-Net Organizer (POA-PN01A) (LAN networking) available 	\$7,195.00
PLC-XP46L	<ul style="list-style-type: none"> * Same specifications as PLC-XP46. No lens. 15.7 pounds * 4 kinds of Optional lenses available: (Short and Long lens) 	\$6,695.00 NO LENS
PLC-XT16	<ul style="list-style-type: none"> * 3500 ANSI Lumens * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 17.2 pounds, 11.8" x 6.3" x 16.6" (W x H x D) * 90% Uniformity and 800:1 contrast ratio * Power Zoom / Focus and Power Lens Shift Up/Down, with standard lens (throw ratio 1.62 to 2.12:1) * Dual Computer Inputs (DVI-I, 15 Pin dSub), Component Video Input (Y, Pb/Cb, Pr/Cr) * Monitor Out (15 Pin dSub) * Optional PJ-Net Organizer (POA-PN10) (LAN networking) available * Optional Presentation Viewer (POA-MD07MCI) allows PC-less presentations * Optional Wireless Imager (POA-WL11) allows for wireless Lan connection and wireless data transfer 	\$5,495.00

Portable Projectors, Continued



PRESENTATION TECHNOLOGIES

PROJECTOR AND ACCESSORIES

DEALER PRICE SCHEDULE -- CONFIDENTIAL

Effective June 3, 2005

MODEL	DESCRIPTION	List Price
PLC-XT11	* Same unit as the XT16, minus the Micro Lens and with a lower lumens and contrast rating -- 2700 ANSI Lumens vs. 3500, 700:1 vs 800:1	\$4,495.00



PRESENTATION TECHNOLOGIES
PROJECTOR AND ACCESSORIES
DEALER PRICE SCHEDULE -- CONFIDENTIAL
 Effective June 3, 2005

MODEL	DESCRIPTION	List Price
Ultramobile Projectors		
PLC-XU60	<ul style="list-style-type: none"> * 3000 ANSI Lumens, 450:1 contrast ratio * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 12.8 pounds, 15.4" x 4.4" x 10.8" (W x H x D) * Power Zoom / Focus with mid range standard lens (1.6 to 2.1:1 throw ratio) * Switchable d-Sub 15 input/output connector * Optional Multi-Card Imager (POA-PN20 with wired LAN Module or POA-WLC20 Wireless LAN Module) networking or PC Card Imaging * DVI-I with HDCP input, Component Video Input and HDTV Ready 	\$4,995.00
PLC-XU58	<ul style="list-style-type: none"> * 3000 ANSI Lumens, 450:1 contrast ratio * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 6.2 pounds, 11.7" x 2.8" x 8.6" (W x H x D) * Manual Zoom / Focus with mid range standard lens (1.25 to 1.9:1 throw ratio) * Soft Carry Case Included * Switchable d-Sub 15 input/output connector * DVI-I with HDCP input, Optional Component Video Input and HDTV Ready * Optional Multi-Card Imager (POA-PN20 with wired LAN Module or POA-WLC20 Wireless LAN Module) networking or PC Card Imaging * Security PIN code lock feature 	\$3,995.00
PLC-XU56	<ul style="list-style-type: none"> * 2500 ANSI Lumens, 450:1 contrast ratio * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 6.2 pounds, 11.7" x 2.8" x 8.6" (W x H x D) * Manual Zoom / Focus with mid range standard lens (1.25 to 1.9:1 throw ratio) * Soft Carry Case Included * Switchable d-Sub 15 input/output connector * DVI-I with HDCP input, Optional Component Video Input and HDTV Ready * Optional Multi-Card Imager (POA-PN20 with wired LAN Module or POA-WLC20 Wireless LAN Module) networking or PC Card Imaging * Security PIN code lock feature 	\$3,495.00
PLC-XU51	<ul style="list-style-type: none"> * 2000 ANSI Lumens, 450:1 contrast ratio * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 6.2 pounds, 11.7" x 2.8" x 8.6" (W x H x D) * Manual Zoom / Focus with mid range standard lens (1.25 to 1.9:1 throw ratio) * Soft Carry Case Included * Switchable d-Sub 15 input/output connector * DVI-I with HDCP input, Optional Component Video Input and HDTV Ready * Optional Multi-Card Imager (POA-PN20 with wired LAN Module or POA-WLC20 Wireless LAN Module) networking or PC Card Imaging * Security PIN code lock feature 	\$2,495.00
PLC-XU47	<ul style="list-style-type: none"> * 2000 ANSI Lumens, 450:1 contrast ratio * True XGA (1024 x 768), Compressed SXGA (1280 x 1024) * 6.0 pounds, 11.7" x 2.8" x 8.4" (W x H x D) * Manual Zoom / Focus with mid range standard lens (1.6 to 2.0:1 throw ratio) * Dual d-Sub 15 inputs, one being switchable input/output connector * Variable Audio Out * Security PIN code lock feature * Blackboard Mode - adjusts gamma and white balance for use without screen 	\$2,295.00
PLC-XU41	<ul style="list-style-type: none"> * Same unit as the XU47, with a lower Lumens rating, 1500 vs 2000 	\$1,895.00
PLC-SU51	<ul style="list-style-type: none"> * 2000 ANSI Lumens, 450:1 contrast ratio * True SVGA (800 x 600), Compressed SXGA (1280 x 1024) * 6.2 pounds, 11.7" x 2.8" x 8.6" (W x H x D) * Manual Zoom / Focus with mid range standard lens (1.25 to 1.9:1 throw ratio) * Switchable d-Sub 15 input/output connector * DVI-I with HDCP input, Optional Component Video Input and HDTV Ready * Optional Multi-Card Imager (POA-PN20 with wired LAN Module or POA-WLC20 Wireless LAN Module) networking or PC Card Imaging * Security PIN code lock feature 	\$1,895.00



Ultramobile Projectors, Continued



PRESENTATION TECHNOLOGIES

PROJECTOR AND ACCESSORIES

DEALER PRICE SCHEDULE -- CONFIDENTIAL

Effective June 3, 2005


MODEL	DESCRIPTION	List Price
PLC-SW35	<ul style="list-style-type: none">* 1500 ANSI Lumens* True SVGA (800 x 600), Compressed SXGA (1280 x 1024)* 4.6 pounds, 10.6" x 3.1" x 7.5" (W x H x D)* Manual Zoom / Focus with standard lens (1.6 to 1.9:1 throw ratio)* Soft Carry Case included	\$1,195.00

PRESENTATION TECHNOLOGIES

PROJECTOR AND ACCESSORIES

DEALER PRICE SCHEDULE -- CONFIDENTIAL

Effective June 3, 2005

MODEL	DESCRIPTION	List Price
Video Projectors		
PLV-WF10	<ul style="list-style-type: none"> * 4000 ANSI lumens, 8000 ANSI lumens twin-stacked, no lens * Uses same optional lens as the XF35/EF31 * WXGA 16:9 (1366 x 768) * 46.3 pounds, 17.3" x 9.1" x 23.8" (W x H x D) * Over 90% Uniformity with Contrast Ratio of 900:1 * Power Zoom / Focus, Lens shift up/down with standard lens with throw ratio TBA * Multi-Versatile platform computer and video inputs(DVI-I available) * PJ Net Organizer platform capable * Real Color Management Software included * 2 x 250 Watt UHP lamps * Efficient Lamp Management System with 2 lamps 	\$12,995.00
		NO LENS
PLV-70	<ul style="list-style-type: none"> * 16:9 native aspect ration wide XGA (1366 x 768) LCD Projector * 2200 ANSI lumens * 15 Pin D-Sub, DVI-D, and 5 Pin BNC data inputs * Component, composite, or S video input * New color management system * Network compatibility with optional PJ Net Organizer * Power zoom/focus and lens shift (up/down) with standard lens (1.75 to 2.3:1 throw ratio) * 900:1 contrast ratio 	\$6,995.00
PLV-Z3	<ul style="list-style-type: none"> * 16:9 native aspect ratio, HD (1280 x 720) LCD Projector * 800 ANSI lumens and 2000:1 Contrast Ratio * 10 Bit Video processing * Auto Iris Lens * HDMI and 2 Component Video Inputs * 15 Pin D-Sub, data input * Composite, and S video inputs * Manual zoom/focus and lens shift (up/down and side/side) with standard lens * Extremely Quiet - 23 dBA noise rating 	\$2,495.00
Rear Screen Projection		
PLC-XR70N	<ul style="list-style-type: none"> * True XGA (1024 x 768), Compressed SXGA * 70" Diagonal Image, rear projection * 240 (cd/m2) * PLC-8810N light engine 	\$14,995.00
		CLOSEOUT
PLV-55WM1	<ul style="list-style-type: none"> * 16:9 native aspect ratio, HD (1280 x 720) * 55" Diagonal Image, rear projection * 1000:1 Contrast Ratio * 500 nit Brightness * 5 Input sections (DVI-D, 15 pin dSub, 5 BNC, Video (S and Y-Pb/Cb-Pr/Cr), Video (Y-Pb/Cb-Pr/Cr) * Optional PJ Network Interface 	<div style="text-align: center;">  \$3,995.00 </div>
POA-TD-55WM*	* Floor Stand for PLV-55WM1	\$795.00
POA-TDVCSTA	* Video Conference Cable Mount Kit for PLV-55WM1	\$195.00
POA-PN30	* PJ Net Unit for PLV-55WM1	\$695.00

3M Visual Systems Division

3M Digital Projectors

ISSUE DATE: April 1, 2005

All Projectors come with a 3-Year Standard Prime Warranty and 1 year Pro-Rated Lamp Warranty

3M Digital Projector Summary Table

NEW				Stock Number	Suggested
Model	Lumens	Weight	Resolution	78-9236-	List
S10	1200	6.6 lbs.	SVGA	6814-5	\$ 1,610
S15	1500	4.9 lbs.	SVGA	6833-5	\$ 1,383
S20	1600	6.9 lbs.	SVGA	6832-7	\$ 1,599
H10	700	6.8 lbs.	WVGA (16:9)	6833-5	\$ 1,999
X45	1500	5.8 lbs.	XGA	6837-6	\$ 2,056
S55	2000	5.8 lbs.	SVGA	6836-8	\$ 2,183
X55	2000	5.8 lbs.	XGA	6838-4	\$ 2,798
X65	2500	9.9 lbs.	XGA	6821-0	\$ 3,870
X70	3500	17 lbs.	XGA	6822-8	\$ 6,983
X70L	Long Throw Lens with X70			6823-6	\$ 8,444
X70S	Short Throw lens with X70			6834-3	\$ 8,999
X75	3200	8.8 lbs.	XGA	6839-2	\$ 5,600
X80	4500	17 lbs.	XGA	6824-4	\$ 7,999
X80S	Short Throw lens with X80			6840-0	\$ 10,549
X80L	Long Throw Lens with X80			6825-1	\$ 9,995

NEW DIGITAL PROJECTORS

			UPC#: 0-51125-	SUGGESTED LIST
S10	SVGA, 1200 lumens 6.6 lbs		60708-7	\$ 1,610
S10 Demo	1 demo unit per dealer *		60768-1	
LKS10	Lamp Replacement Kit for S10		60720-9	\$ 313
CM10	Ceiling Mount		60721-6	\$ 239
HE100	Ceiling Mount Extender Kit		60725-4	\$ 177
CC10/40/50	Soft Carry Bag for Computer		60750-6	\$ 85
SSC10/40/50	Soft rolling Bag for Computer		60751-3	\$ 209
HSC10/40/50	ATA hard Rolling Bag		60752-0	\$ 539
EP7640MK	Mouse emulation Kit		59897-2	\$ 282
WS10	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)		60730-8	\$ 557
S15	SVGA, 1500 lumens 4.9 lbs		60933-3	\$ 1,383
S15 Demo	1 demo unit per dealer*		60898-5	
LK S15	Lamp Replacement Kit for S15		60900-5	\$ 483
CM S15	Ceiling Mount		60901-2	\$ 239
HE 100	Ceiling Mount Extender Kit		60725-4	\$ 177
CC10/40/50	Soft Carry Bag for Computer		60750-6	\$ 85
SSC10/40/50	Soft rolling Bag for Computer		60751-3	\$ 209
HSC10/40/50	ATA hard Rolling Bag		60752-0	\$ 539
WS15	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)		60902-9	\$ 543
S20	SVGA, 1600 lumens, 6.9 lbs.		60792-6	\$ 1,599
S20 Demo	1 demo unit per dealer *		60822-0	
LKS20	Replacement Lamp Kit for S20		60813-8	\$ 375
CM 10	Ceiling Mount		60721-6	\$ 239
HE100	Ceiling Mount Extender Kit		60725-4	\$ 177
CC10/40/50	Soft Carry Bag for Computer		60750-6	\$ 85
SSC10/40/50	Soft rolling Bag for Computer		60751-3	\$ 209
HSC10/40/50	ATA hard Rolling Bag		60752-0	\$ 539
EP7640MK	Mouse emulation Kit		59897-2	\$ 282
WS20	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)		60820-6	\$ 580
H10	WVGA (16:9), 700 lumens, 6.8 lbs.		60807-7	\$ 1,999
H10 Demo	1 demo unit per dealer *		60823-7	
LKS10	Replacement Lamp Kit for H10		60720-9	\$ 313
CM 10	Ceiling Mount		60721-6	\$ 239
HE100	Ceiling Mount Extender Kit		60725-4	\$ 177
CC10/40/50	Soft Carry Bag for Computer		60750-6	\$ 85
SSC10/40/50	Soft rolling Bag for Computer		60751-3	\$ 209
HSC10/40/50	ATA hard Rolling Bag		60752-0	\$ 539
EP7640MK	Mouse emulation Kit		59897-2	\$ 282
WH10	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)		60821-3	\$ 575
X45	XGA, 1500 lumens, 5.8 lbs		60863-3	\$ 2,056
X45 Demo	1 demo unit per dealer *		60866-4	

LK X55	Lamp Replacement Kit for X55	60874-9	\$	398
CM45/55	Ceiling Mount	60875-6	\$	239
HE100	Ceiling Mount Extender Kit	60725-4	\$	177
CC10/40/50	Soft Carry Bag for Computer	60750-6	\$	85
SSC10/40/50	Soft rolling Bag for Computer	60751-3	\$	209
HSC10/40/50	ATA hard Rolling Bag	60752-0	\$	539
WX45	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)	60872-5	\$	793

S55	SVGA, 2000 lumens, 5.8 lbs	60862-6	\$	2,183
S55 Demo	1 demo unit per dealer *	60865-7		
LK X55	Lamp Replacement Kit for S55	60874-9	\$	398
CM45/55	Ceiling Mount	60875-6	\$	239
HE100	Ceiling Mount Extender Kit	60725-4	\$	177
CC10/40/50	Soft Carry Bag for Computer	60750-6	\$	85
SSC10/40/50	Soft rolling Bag for Computer	60751-3	\$	209
HSC10/40/50	ATA hard Rolling Bag	60752-0	\$	539
WS55	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)	60871-8	\$	802

X55	XGA, 2000 lumens, 5.8 lbs	60864-0	\$	2,798
X55 Demo	1 demo unit per dealer *	60867-1		
LK X55	Lamp Replacement Kit for X55	60874-9	\$	398
CM45/55	Ceiling Mount	60875-6	\$	239
HE100	Ceiling Mount Extender Kit	60725-4	\$	177
CC10/40/50	Soft Carry Bag for Computer	60750-6	\$	85
SSC10/40/50	Soft rolling Bag for Computer	60751-3	\$	209
HSC10/40/50	ATA hard Rolling Bag	60752-0	\$	539
WX55	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)	60873-2	\$	863

X65	XGA, 2500 lumens, 9.2 lbs	60715-5	\$	3,870
X65 Demo	1 demo unit per dealer *	60773-5		
EP8765LK	Lamp Replacement Kit for X65	60406-2	\$	428
CM65	Ceiling Mount	60723-0	\$	239
HE100	Ceiling Mount Extender Kit	60725-4	\$	177
EP1555	Soft Rolling Luggage Case	59522-3	\$	179
EP1545	ATA Rolling Hard Shipping Case	59521-3	\$	439
WX65	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner)	60737-7	\$	1,034

X70	XGA, 0.99" LCD, 3500 lumens, 17 lbs. Networkable, HDTV Ready	60716-2	\$	6,983
X70D	2 Demo units available per dealer	60774-2		
X70L	X70 with Long Throw Lens	60717-9	\$	8,444
X70S	X70 with Short Throw Lens	78-9236-6834-3	\$	8,999
LKX70	Replacement Lamp Kit - X70	60763-7	\$	469
CM70/80	Ceiling Mount - X70	60724-7	\$	239
EP1545	Hard Side ATA Shipping Case (wheeled)	59521-6	\$	439
EP1555	Soft Side Case (wheeled)	59522-3	\$	179
HE100	Ceiling Mount Extender	60725-4	\$	177
WX70	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner while customer unit is being repaired).	60738-4	\$	1,258

X75	XGA, 3200 Lumens, 8.8 lbs. Networkable, HDTV Ready	60883-1	\$	5,600
X70D	2 Demo units available per dealer	60881-7		
LKX75	Replacement Lamp Kit - X75	60885-5	\$	403
CM 75	Ceiling Mount - X75	60890-9	\$	239
EP1545	Hard Side ATA Shipping Case (wheeled)	59521-6	\$	439
EP1555	Soft Side Case (wheeled)	59522-3	\$	179
HE100	Ceiling Mount Extender	60725-4	\$	177
WX75	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner while customer unit is being repaired).	60738-4	\$	977

X80	XGA, 4500 lumens, 17lbs. Networkable, HDTV Ready	60718-6	\$	7,999
X80D	2 Demo units available per dealer	60775-9		
X80S	X80 with Short Throw Lens	60884-8	\$	10,549
X80L	X80 with Long Throw Lens	60719-3	\$	9,995
LKX80	Replacement Lamp Kit - X80	60754-4	\$	475
CM70/80	Ceiling Mount - X70	60724-7	\$	239
EP1545	Hard Side ATA Shipping Case (wheeled)	59521-6	\$	439
EP1555	Soft Side Case (wheeled)	59522-3	\$	179
HE100	Ceiling Mount Extender	60725-4	\$	177
WX80	3-year warranty program (repair time 3-5 days in shop, repair parts and labor, shipping paid both ways, 1 free lamp during term of warranty, free loaner while customer unit is being repaired).	60739-1	\$	1,345

KUNZ, INC.
1630 Sulphur Spring RD
Baltimore, MD 21227-2539
Phone: 410-737-0130 Fax: 410-737-0188
800-638-0410 888-638-0188
www.kunzinc.com

Visual Systems Division

3M Overhead Projectors

ISSUE DATE: April 1, 2005

*Changes are highlighted in yellow.

Customer Service Department: 1-800-447-0388

Product Number	Product	UPC Code	Stock Number	Suggested List
	3M Visual Systems Division	000-51125-		

Overhead Projectors

Current Model	1800 Series	000-51125-	Stock Number	Suggested List
1810	Open singlet lens, Single ENX lamp, Metal Base, Folding Post, Double lamp life, 2700 lumens, 5 yr warranty, 10.5" stage	59960-3	XO-0038-0715-3	\$443.62
1825	Closed singlet lens, Single FXL lamp, Metal Base, Folding Post, Double lamp life, 4300 lumens, 5 yr warranty, 10.5" stage, Hi/low switch	60103-0	XO-0038-0717-9	\$638.84
1830	Closed doublet lens, Single ENX lamp, Metal Base, Folding Post, Double lamp life, 2700 lumens, 5 yr warranty, 10.5" stage	59961-0	XO-0038-0711-2	\$494.64
1860	Closed singlet lens, Lamp Changer, ENX Lamp, Metal Base, Folding Post, Double lamp life, 2700 lumens, 5 yr warranty, 10.5" stage, Carry Handle	59963-4	XO-0038-0713-8	\$559.98
1865	Closed singlet lens, Lamp Changer, FXL Lamp, Metal Base, Folding Post, Double lamp life, 4300 lumens, 5 yr warranty, 10.5" stage, Hi/low switch	60106-1	XO-0038-0718-7	\$744.22
1880	Closed doublet lens, Lamp Changer, ENX Lamp, Metal Base, Folding Post, Double lamp life, 3000 lumens, 5 yr. Warranty, 10.5" stage. Clock. Handle	59964-1	XO-0038-0714-6	\$570.09
1885	Closed doublet lens, Lamp Changer, FXL Lamp, Metal Base, Folding Post, Double lamp life, 4300 lumens, 5 yr warranty, 10.5" stage, Clock, Hi/low switch	60099-6	XO-0038-0716-1	\$590.49
1895	Inverted head, Triplet lens, Lamp changer, 2 FXL Lamps, Metal Base, Folding Post, Double lamp life, 4300 lumens, 5 yr warranty, 11.25" stage, Clock, Carry Handle	59966-5	XO-0038-0710-4	\$845.44
	1700 Series	000-51125-	X00038-0-	Suggested List
1711	Open singlet, Single ENX lamp, Metal Base, Fixed Post, Double lamp life, 2500 lumens, 3 year	59949-8	XO-0038-0800-3	\$278.42
1720	Closed singlet, Single ENX lamp, Metal Base, Fixed Post, Double lamp life, 2500 lumens, 3 year warranty, 10" stage	59950-4	XO-0038-0801-1	\$284.53
1730	Closed doublet, Single ENX lamp, Metal base, Fixed Post, Double lamp life, 2500 lumens, 3 year warranty, 10" stage	60189-4	XO-0038-0808-6	\$294.73
1740	Open singlet, Lamp Changer, ENX Lamp, Fixed Post, Double lamp life, 2500 lumens, 3 year warranty, 10" stage	60100-9	XO-0038-0803-7	\$335.40
1760	Closed singlet, Lamp Changer, ENX Lamp, Fixed Post, Double lamp life, 2500 lumens, 3 year warranty, 10" stage	59951-1	XO-0038-0802-9	\$355.91

Visual Systems Division

3M Overhead Projectors

ISSUE DATE: April 1, 2005

*Changes are highlighted in yellow.

Customer Service Department: 1-800-447-0388

Product Number	Product	UPC Code	Stock Number	Suggested List
	3M Visual Systems Division	000-51125-		
1780	Closed doublet, Lamp Changer, ENX Lamp, Fixed Post, Double lamp life, 2500 lumens , 3 year warranty, 10" stage	60187-0	XO-0038-0806-0	\$366.13
	Reflective Portable Projectors	000-51125-	X00038-0-	MSRP
2000AG	Briefcase size, Singlet lens, Single EVW lamp, 1600 lumens, 1 yr warranty, 10.5 stage, Quiet -- Convection cooled, Carry Handle	01389-5	9001	\$412.96
2660	Briefcase size, Lamp changer, 2 FNT Lamps, Triplet Lens 2500 Lumens, 1-yr warranty, 11 lbs. Comes with a soft-sided carrying case.	57435-8	3301	\$ 865.84
	1600 Series *NEW*	000-51125-	X00038-0-	MSRP
1608	Open singlet lens, 2000 ANSI lumens, 2 EHJ Lamps, Metal Base, Lamp Changer, Hi/Low setting, A4 Stage, Color Tuning, 2-yr warranty	60655-4	78-9236-6775-8 HK-4000-0009-5	\$ 269.00
1610	Open singlet lens, Single FCS lamp, Fixed Post, 1000 lumens, Low operating replacement lamp cost with FCS lamp, 2 yr warranty	59544-5	78-9236-6504-2 HK 4000-0036-8	\$ 192.67
1620	Open triplet lens, 2100 ANSI lumens, 2 EHJ Lamps, Metal Base, Lamp Changer, Hi/Low setting, A4 Stage, Color Tuning, 2-yr. Warranty	60699-8	78-9236-6808-7 HK-4000-0041-8	\$ 309.00
1650	Open triplet lens, 3400 ANSI lumens, 2 EVD Lamps, Metal Base, Lamp Changer, Hi/Low setting, A4 Stage, Color Tuning, 2-yr. Warranty	60685-1	78-9236-6794-9 HK-4000-0022-8	\$ 339.00

KUNZ, INC.

1630 Sulphur Spring RD
Baltimore, MD 21227-2539

Phone: 410-737-0130 Fax: 410-737-0188
800-638-0410 888-638-0188

www.kunzinc.com